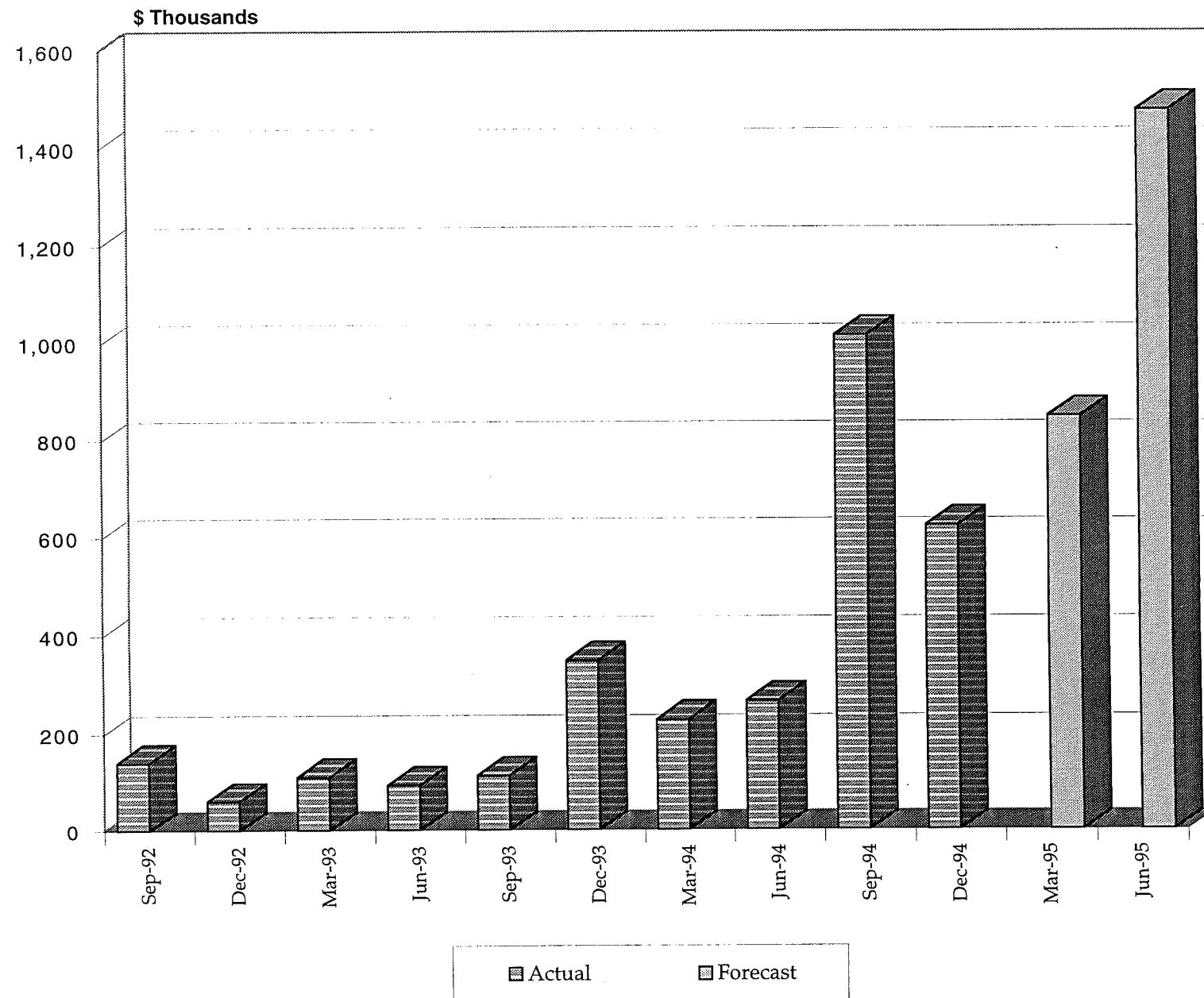
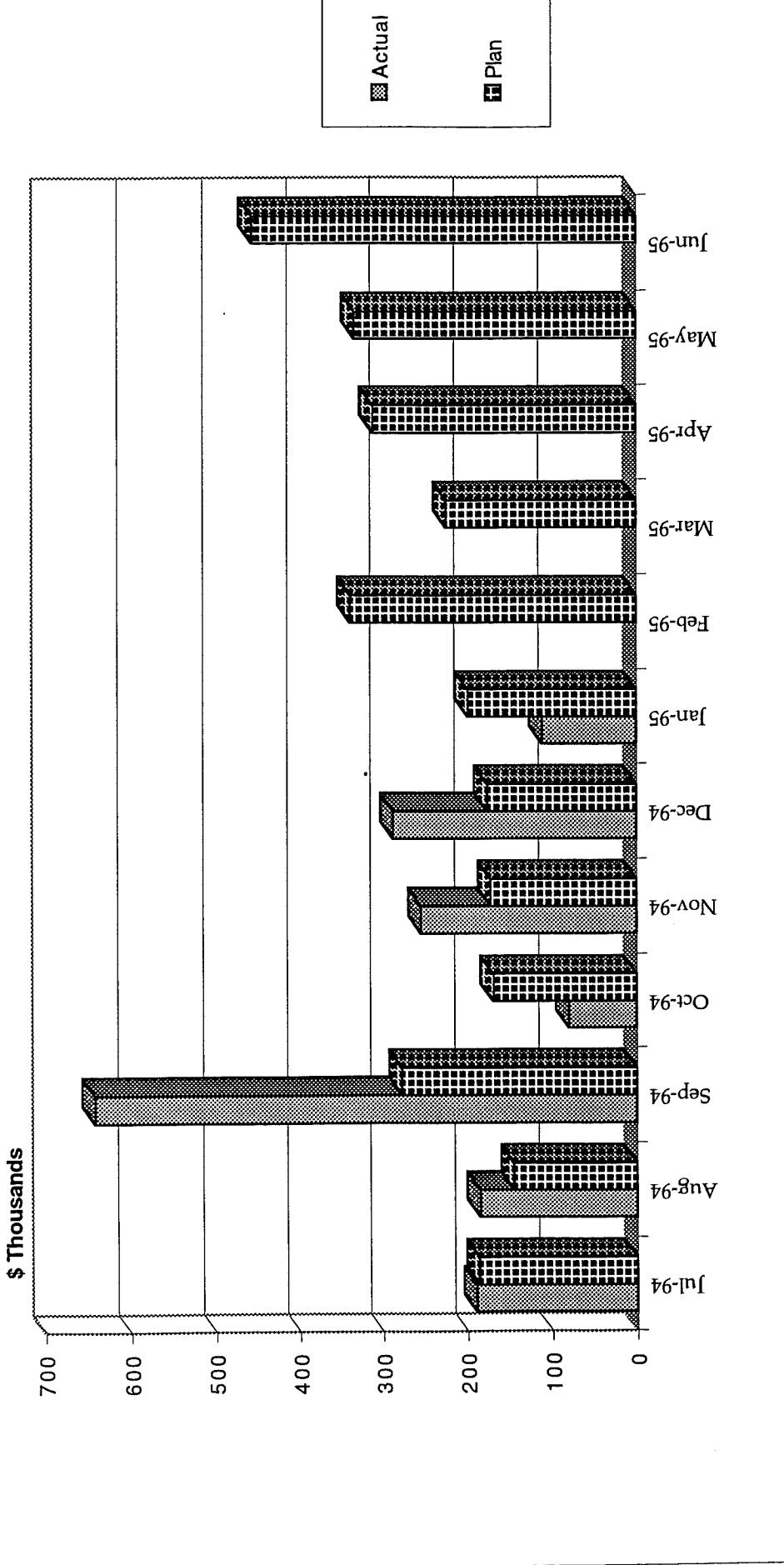


## WAIS, Inc. Revenues by Quarter

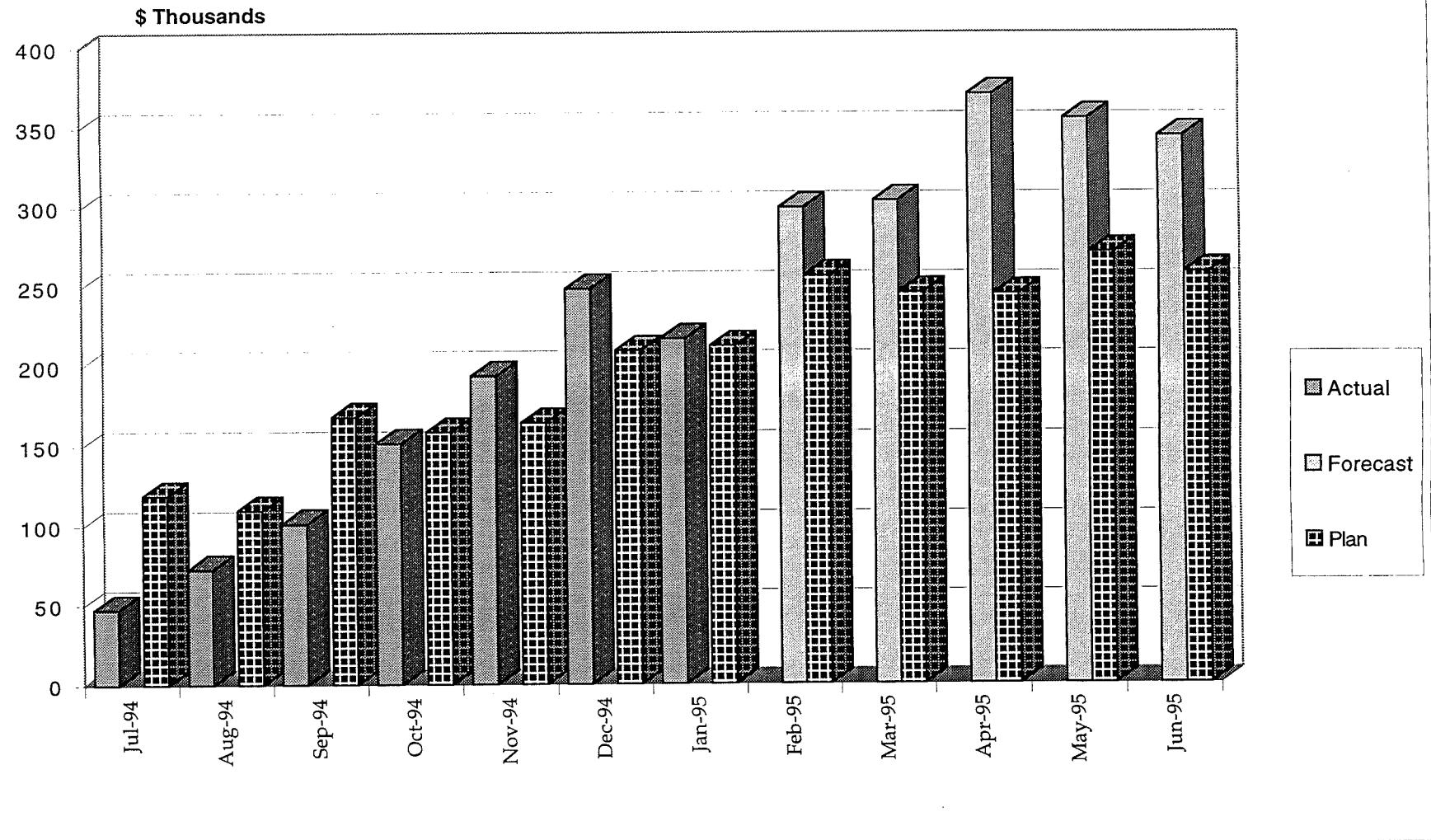


# Revenues by Month



	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Actual	189	185	278	255	242	200	169	172	172	172	172	172
Plan	186	145	255	200	242	255	255	288	111	172	312	334

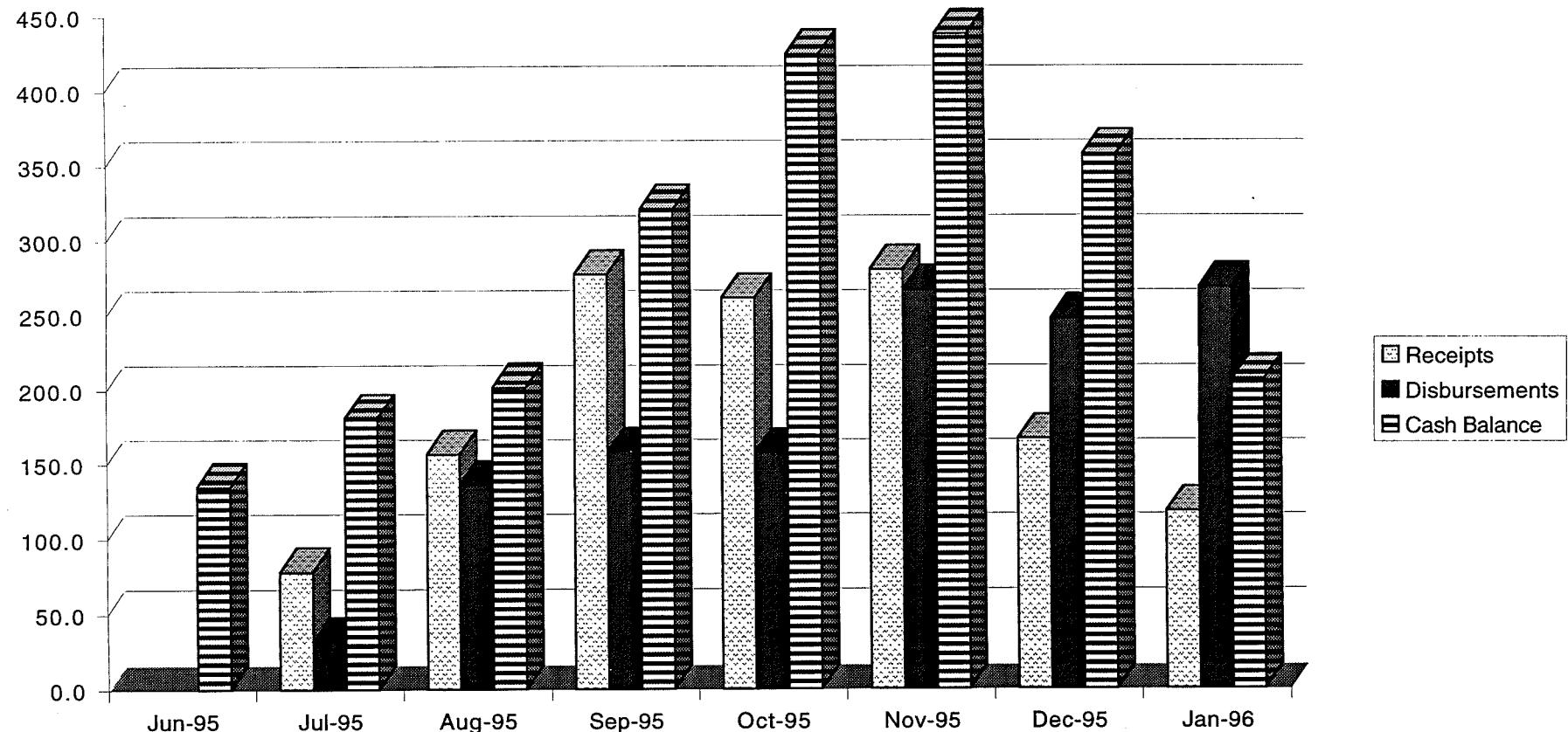
# Departmental Expenses by Month



	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Actual	47.2	72.5	101.1	151.5	193.4	248.4	216.7					
Plan	118.7	109.4	167.8	158.6	164.2	209.3	211.8	256.2	245.7	244.6	270.7	258.2
Forecast								299.2	303.6	370.0	354.9	343.8

# Cash Receipts and Payments

\$ Thousands



	Jun-95	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96
Receipts		78.0	156.4	277.1	261.1	280.1	166.9	118.0
Disbursements		31.5	135.8	158.1	157.3	266.7	247.3	268.2
Cash Balance	134.4	180.9	201.5	320.5	424.3	437.7	357.3	207.1

**WAIS, Inc.**  
**Aging of Trade Accounts Receivable**  
**February 10, 1995**

	<u>Total</u>	<u>0 to 30 Days</u>	<u>31 to 60 Days</u>	<u>61 to 90 Days</u>	<u>Over 90 Days</u>
CMP Publications	7,787.50	4,100.00	3,687.50		
Conquest	10,000.00		5,000.00		5,000.00
Datavault	50,000.00			50,000.00 ✓	
Govt Printing Office	5,000.00		5,000.00		
House Information Systems	5,000.00	5,000.00			
Informs	13,500.00	13,500.00			
Intel	1,000.00	1,000.00			
Lawrence Livermore	5,000.00		5,000.00		
Nat'l Archives at College Park	25,000.00	10,000.00			15,000.00
NASA SBIR I	22,785.00	22,785.00			
NCMS	10,000.00			10,000.00	
NPD	12,500.00	12,500.00			
RJO Enterprises/DTIC	95,599.57	1,248.80	80,000.00 ✓		14,350.77
Scholastic	6,000.00	3,000.00	3,000.00		
Summary Corp.	7,500.00		7,500.00		
The World Bank	22,500.00		22,500.00		
Universite Laval	12,750.00		12,750.00		
University of Illinois	15,000.00		15,000.00		
US Dept of Commerce	10,000.00		10,000.00		
USGS	5,000.00		5,000.00		
<b>Totals</b>	<b><u>341,922.07</u></b>	<b><u>73,133.80</u></b>	<b><u>174,437.50</u></b>	<b><u>60,000.00</u></b>	<b><u>34,350.77</u></b>
<b>Percentage</b>	<b><u>100%</u></b>	<b><u>21%</u></b>	<b><u>51%</u></b>	<b><u>18%</u></b>	<b><u>10%</u></b>

**Wais, Inc.**  
**Summary of Cash Flows**  
**Month of January 1995**

	<u>Jan-95</u>
Net operating Income (loss)	(121,723)
Depreciation & amortization	6,075
Cash flow from operations	<u>(115,648)</u>
 Cash interest, net	555
 Subtotal	<u>(115,093)</u>
 Changes in working capital:	
Accounts Receivable	4,452
Deposits & prepaids	(26,006)
Accounts Payable	<u>14,921</u>
Cash used by working capital	<u>(6,633)</u>
 Deferred revenue	7,100
Purchases of fixed assets	<u>(35,589)</u>
 Increase (Decrease) In Cash	(150,215)
 Beginning Cash	<u>357,328</u>
 Ending Cash	<u>207,113</u>